

Nongroup Membership HMO Total	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hamden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	Massachusetts
	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year
As of 12/31/2000	1,690	517	1,646	50	3,563	313	1,030	686	5,341	34	4,559	2,409	2,712	2,232	30,582
As of 12/31/2001	1,625	530	1,669	65	3,625	282	999	664	5,128	44	4,228	2,404	2,503	2,222	29,792
CHANGE 12/31/00 to 12/31/01	(65)	13	23	15	62	(31)	(31)	(22)	(213)	10	(331)	(5)	(209)	(10)	(790)

Nongroup Membership PREFERRED PROVIDER Total	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hamden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	Massachusetts
	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year
As of 12/31/2000	249	71	148	13	271	53	80	69	1,004	193	427	256	212	177	3,366
As of 12/31/2001	264	69	159	107	307	43	82	71	1,101	114	471	249	240	166	3,505
CHANGE 12/31/00 to 12/31/01	15	(2)	11	(6)	36	(10)	2	2	97	(79)	44	(7)	28	(11)	139

Nongroup Membership MEDICAL Total	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hamden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	Massachusetts
	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year	Members at the end of the calendar year
As of 12/31/2000	3	3	0	0	3	0	2	0	2	0	2	0	1	2	15
As of 12/31/2001	3	3	0	0	3	0	1	1	0	4	0	2	0	1	18
CHANGE 12/31/00 to 12/31/01	0	0	0	0	0	0	(1)	1	(2)	4	0	2	0	(1)	3

Membership Totals	As of 12/31/2000	As of 12/31/2001	CHANGE	12/31/2000 MRKT SHARE	12/31/2001 MRKT SHARE	Percentage Change
HMO	30,582	29,792	(790)	90.0%	89.4%	-0.7%
Preferred Provider	3,366	3,505	139	9.9%	10.5%	0.7%
Medical	18	18	0	0.1%	0.1%	0.0%
Totals	33,966	33,330	(636)			

¹ Represents membership in guaranteed issue nongroup health plans subject to M.G.L. c. 178M excluding membership in guaranteed issue health plans available only on a group conversion basis (please see separate report for this information).

HMO Total	MA Members as of 12/31/2000	MA Members as of 12/31/2001	MA MEMBERS DIFFERENCE	12/31/2000 MARKET SHARE	12/31/2001 MARKET SHARE	Percentage Change
Aetna Life Healthcare, Inc.	164	269	105	0.5%	0.8%	0.3%
Blue Cross and Blue Shield of MA, Inc. (HMO Blue – All Plan)	12,620	18,061	3,332	37.2%	47.0%	10.7%
Blue Cross and Blue Shield of MA, Inc. (HMO Blue – Std. Plan)	N/A	484	484	0.0%	1.5%	1.5%
CIGNA Healthcare of Massachusetts, Inc.	97	267	170	0.3%	0.8%	0.5%
Community Health Plan	171	6	(171)	0.5%	0.0%	-0.5%
Edison Community Health Plan, Inc.	1,146	933	(212)	3.4%	2.8%	-0.6%
Harvard Pilgrim Health Care, Inc. (Std. Plan)	14,016	2,333	(11,683)	41.3%	7.0%	-34.3%
Harvard Pilgrim Health Care, Inc. (All Plan)	N/A	7,241	7,241	0.0%	21.9%	21.9%
Health New England, Inc.	832	946	114	2.4%	2.5%	0.1%
Life Associated HMO, Inc.	1,427	1,335	(92)	4.2%	4.0%	-0.2%
United HealthCare of New England, Inc.	151	121	(30)	0.3%	0.4%	0.1%
HMO Total	30,582	29,792	(790)	90.0%	89.4%	-0.7%

Nongroup Membership PREFERRED PROVIDER Total	MA Members as of 12/31/2000	MA Members as of 12/31/2001	MA MEMBERS DIFFERENCE	12/31/2000 MARKET SHARE	12/31/2001 MARKET SHARE	Percentage Change
Aetna Life Insurance Company	14	16	2	0.0%	0.0%	0.0%
Blue Cross and Blue Shield of MA, Inc.	3,315	8,465	5,150	8.8%	10.4%	0.0%
The Guardian Life Insurance Company of America	1	7	6	0.0%	0.0%	0.0%
Edison Life Insurance Company	0	1	1	0.0%	0.0%	0.0%
New England Life Insurance Company	0	0	0	0.0%	0.0%	0.0%
United HealthCare Insurance Company	32	35	3	0.1%	0.1%	0.0%
Preferred Provider Total	3,366	3,520	154	9.9%	10.5%	0.7%

Nongroup Membership MEDICAL Total	MA Members as of 12/31/2000	MA Members as of 12/31/2001	MA MEMBERS DIFFERENCE	12/31/2000 MARKET SHARE	12/31/2001 MARKET SHARE	Percentage Change
Aetna Life Insurance Company	1	0	(1)	0.0%	0.0%	0.0%
Edison Life Insurance Company	3	3	0	0.0%	0.0%	0.0%
The Guardian Life Insurance Company of America	2	2	0	0.0%	0.0%	0.0%
Edison Life Insurance Company	0	0	0	0.0%	0.0%	0.0%
The MEGA Life and Health Insurance Company	0	0	0	0.0%	0.0%	0.0%
New England Life Insurance Company	0	0	0	0.0%	0.0%	0.0%
New York Life Insurance Company	2	0	(2)	0.0%	0.0%	0.0%
United HealthCare Insurance Company	10	13	3	0.0%	0.0%	0.0%
Medical Total	18	18	0	0.1%	0.1%	0.0%

¹ Represents membership in guaranteed issue nongroup health plans subject to M.G.L. c. 178M excluding membership in guaranteed issue health plans available only on a group conversion basis (please see separate report for this information).

² Beginning November 1, 2001, carriers were permitted to offer an alternate guaranteed issue health plan in addition to the standard guaranteed issue health plan. Blue Cross and Blue Shield of Massachusetts, Inc. and Harvard Pilgrim Health Care, Inc. offered the noted plans on 11/1/01.

³ Membership for New York Life is counted in the total but not shown in the chart.